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June 15, 2000

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Magalie Roman Salas, Secretary
Federal Communications Commission
445 12th Street S.W.
Washington, D.C. 20554

ORIGINAL

Re: Association of Communications Enterprises
Ex Parte Presentation, CC Docket No. 94-129

Dear Ms. Salas:

Attached please find the "1999 Reseller Membership Survey and Statistics" published by the Association of Communications Enterprises, formerly the Telecommunications Resellers Association ("ASCENT"). This document was referenced in comments filed by ASCENT in the subject proceeding on June 13, 2000, and is being submitted at the request of Commission Staff.

Respectfully submitted,



Charles C. Hunter
General Counsel to the
Association for Communications Enterprises

Enclosures

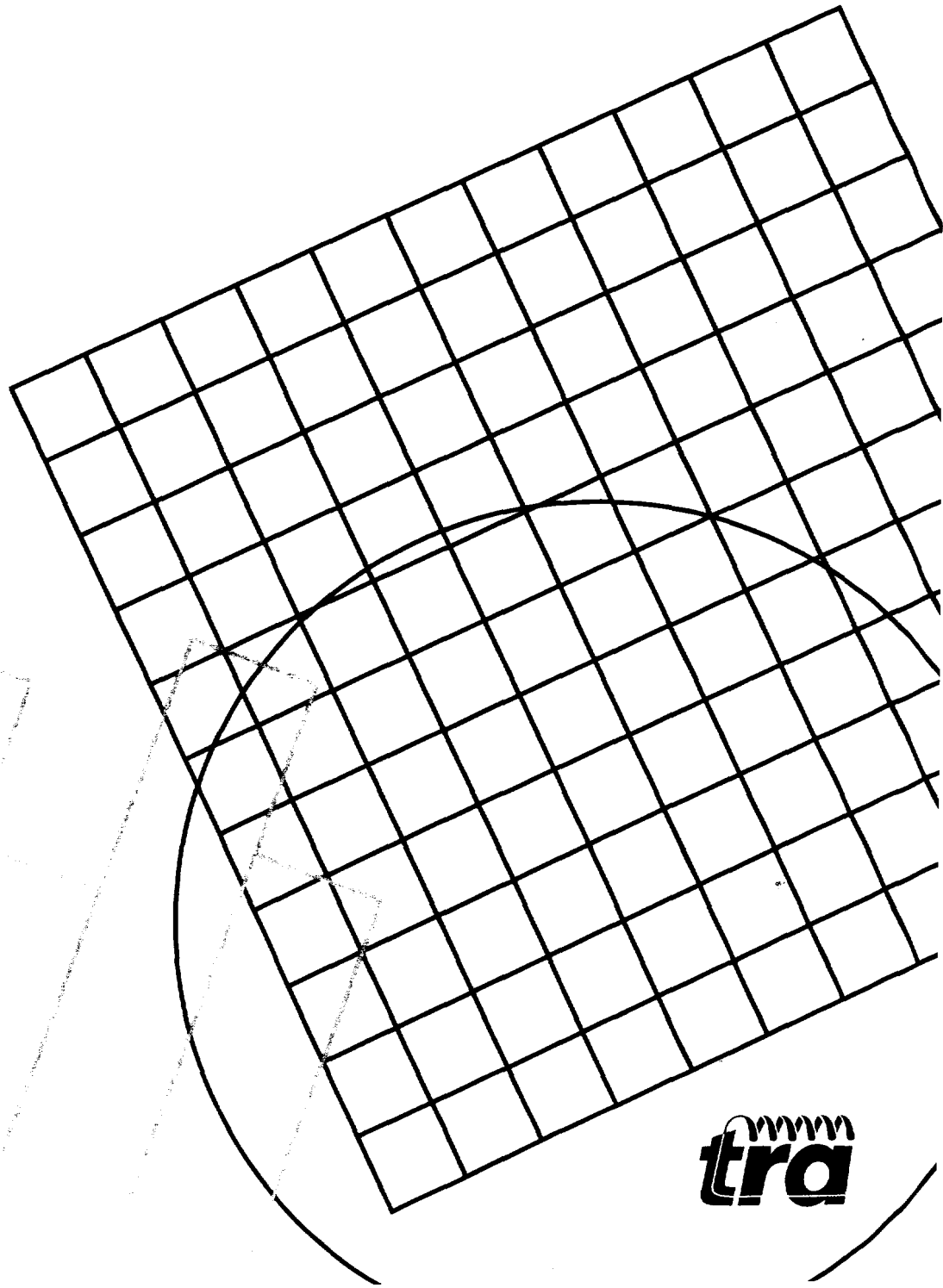
cc: William J. Scher

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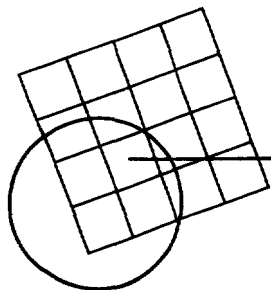
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Suite 701
Washington, D.C. 20006
Telephone (202) 293-2500
Facsimile (202) 293-2571

1999 Reseller Membership Survey and Statistics

Telecommunications Resellers Association



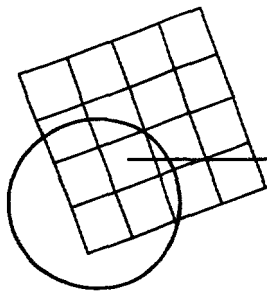
tra



TRA 1999 Reseller Membership Survey and Statistics

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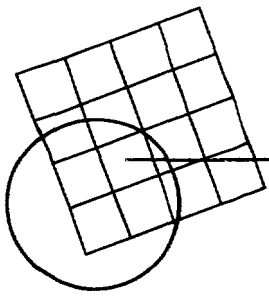


TRA 1999 Reseller Membership Survey and Statistics

1995-1999 Trends—TRA Reseller Membership Profile

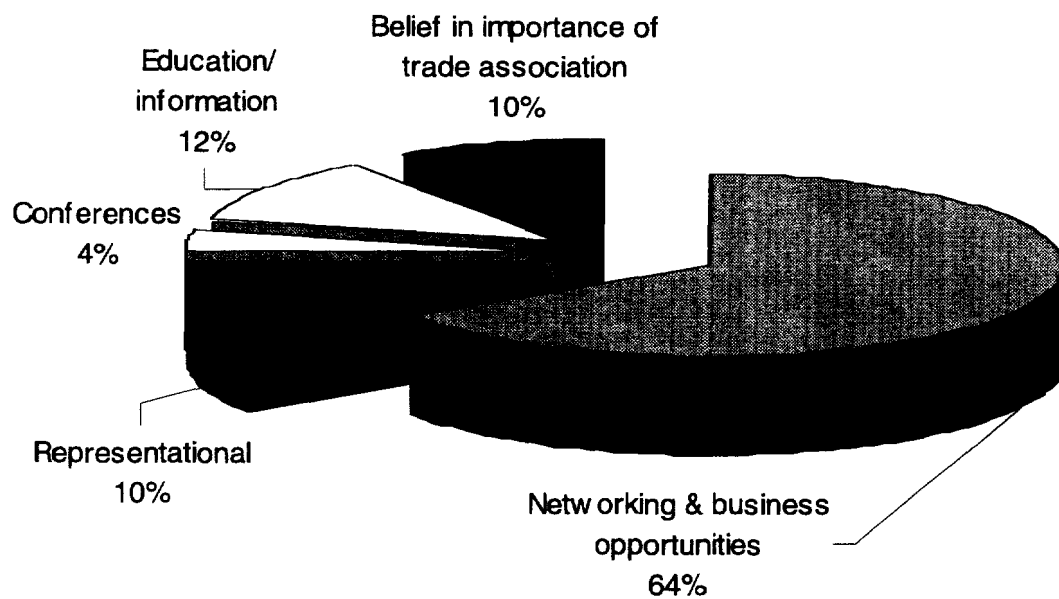
	1995	1996	1997	1998	1999
Percent of TRA members that are switched-based	34%	49%	50%	54%	55%
Percent of TRA members offering wholesale services	41%	55%	55%	63%	57%
Percent of TRA members offering debit or credit cards	59%	67%	69%	53%	61%
Percent of TRA members offering international service	69%	69%	61%	60%	63%
Percent of TRA members offering international call-back	38%	23%	24%	25%	19%
Percent of TRA members offering residential service	47%	57%	54%	49%	44%
Percent of TRA members offering local service	13%	27%	33%	34%	41%
Percent of TRA members offering wireless service	16%	21%	25%	46%	36%
Percent of TRA members offering Internet access	n/a	23%	35%	36%	55%
Percent of TRA members offering data/frame relay services	n/a	n/a	24%	27%	36%
Percent of TRA members offering Internet backbone	n/a	n/a	n/a	20%	26%
Percent of TRA members offering dial around service	n/a	n/a	n/a	12%	13%
Percent of TRA members offering prepaid local service	n/a	n/a	n/a	n/a	11%
Percent of TRA members offering IP telephony	n/a	n/a	n/a	n/a	20%

Source: TRA Company Membership Applications, 1995-1999.
1999 statistics based on 502 company member applications.

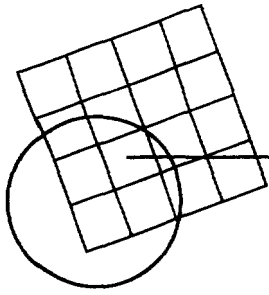


TRA 1999 Reseller Membership Survey and Statistics

The principal reason your company joined TRA is:

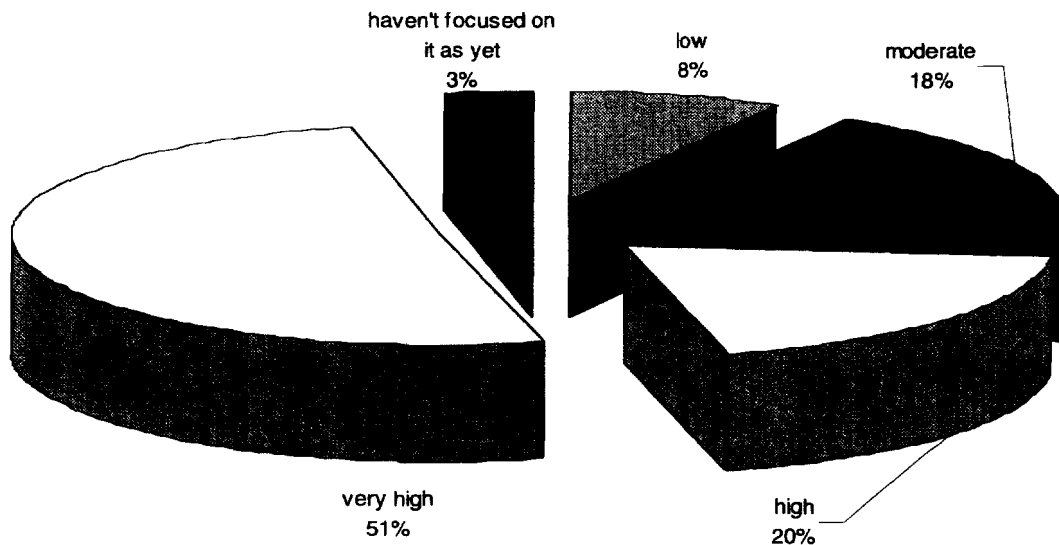


Source: TRA 1999 Annual Membership Poll

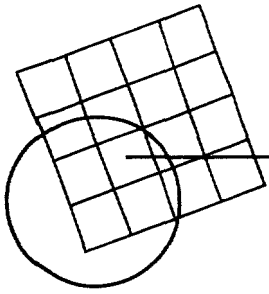


TRA 1999 Reseller Membership Survey and Statistics

How do you rank the importance for your company to be a single provider of bundled telecommunications needs (i.e., local, long distance, data, Internet & wireless)?

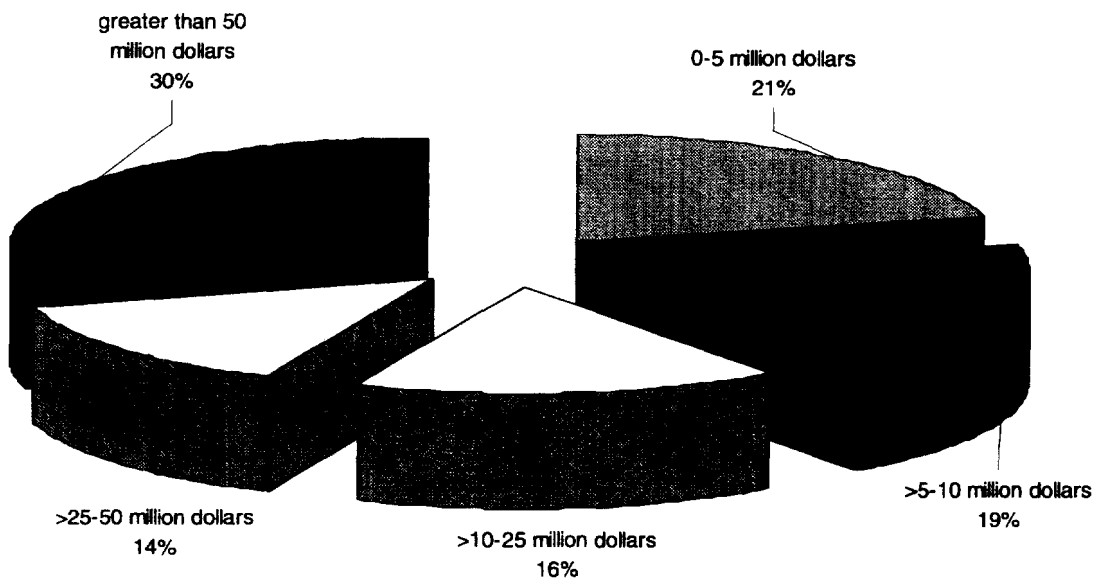


Source: TRA 1999 Annual Membership Poll

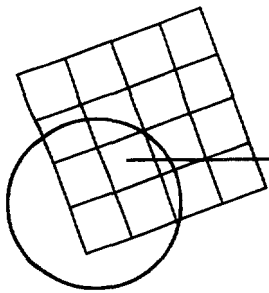


TRA 1999 Reseller Membership Survey and Statistics

What were your company's 1998 revenues?

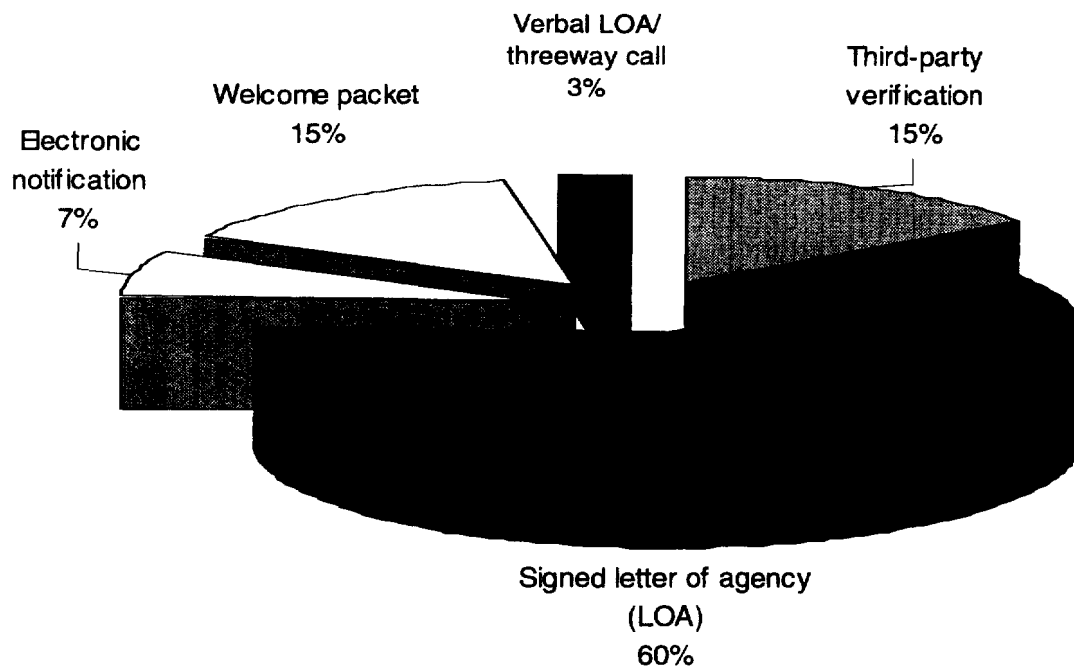


Source: TRA 1999 Annual Membership Poll

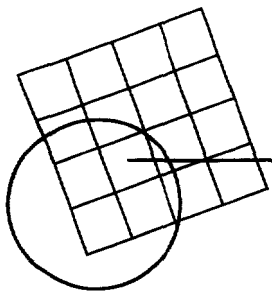


TRA 1999 Reseller Membership Survey and Statistics

What preferred method of authorization do you use in acquiring new customers?

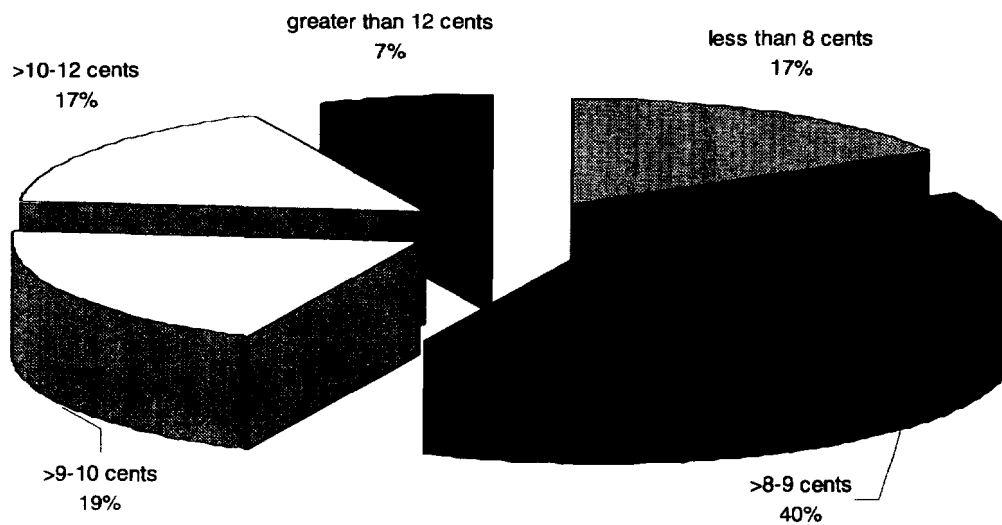


Source: TRA 1999 Annual Membership Poll

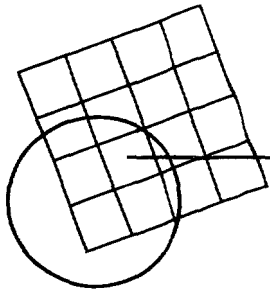


TRA 1999 Reseller Membership Survey and Statistics

**What is your average interstate retail rate per minute for
switched access?**

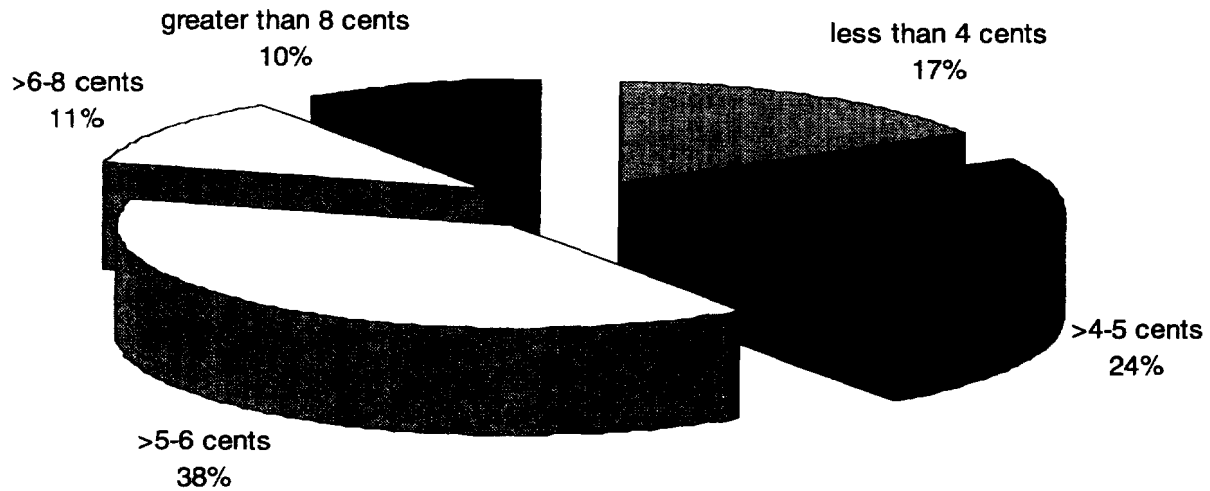


Source: TRA 1999 Annual Membership Poll

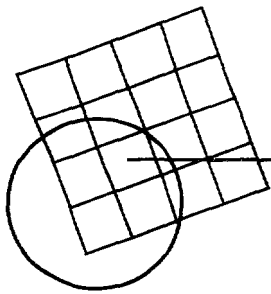


TRA 1999 Reseller Membership Survey and Statistics

What is your company's average Interstate Retail rate per minute for *dedicated* access?

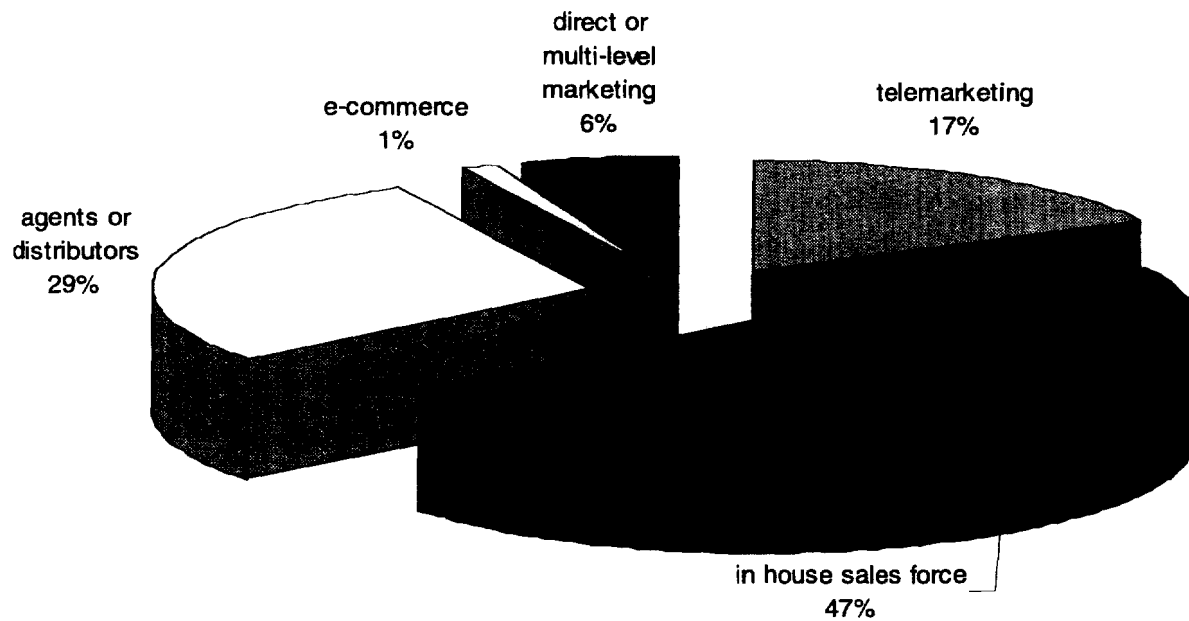


Source: TRA 1999 Annual Membership Poll

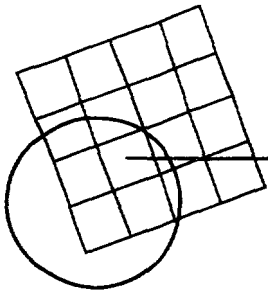


TRA 1999 Reseller Membership Survey and Statistics

Which of the following represents the highest percentage of your distribution channel?

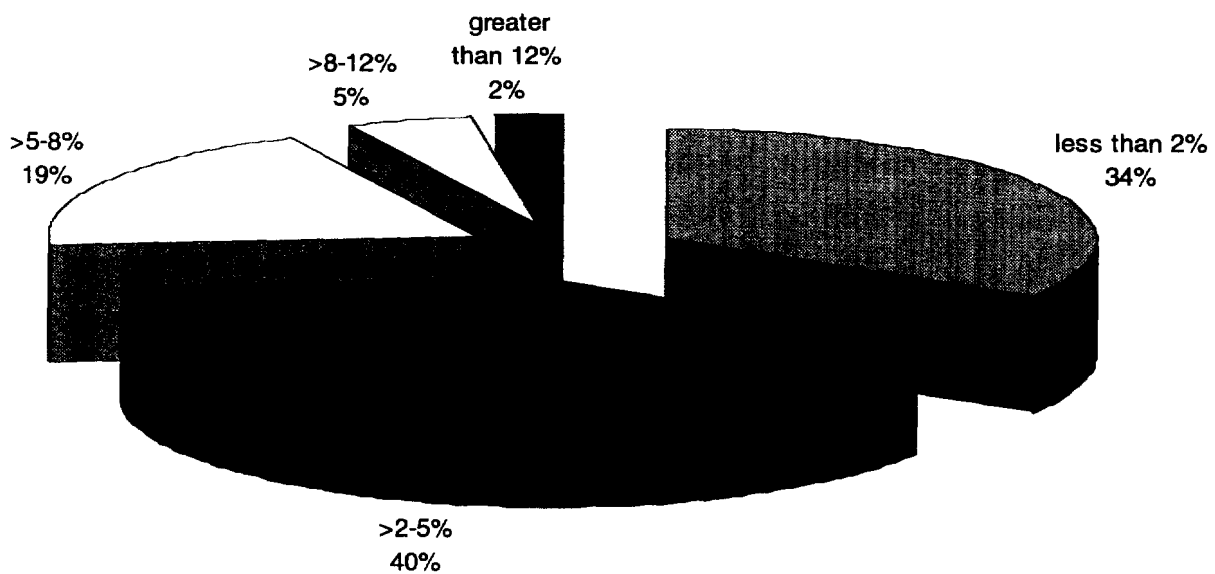


Source: TRA 1999 Annual Membership Poll

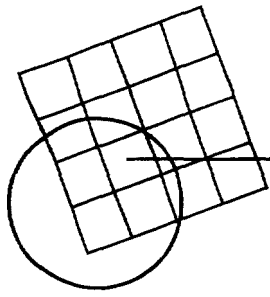


TRA 1999 Reseller Membership Survey and Statistics

**What is your company's monthly attrition rate
(the percentage of your customer base lost per month)?**

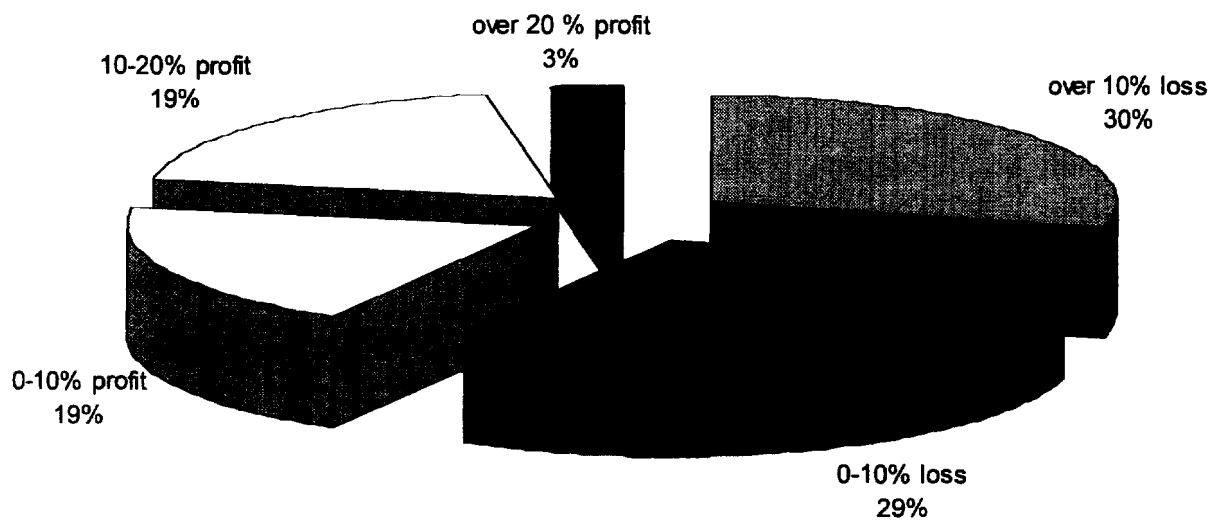


Source: TRA 1999 Annual Membership Poll

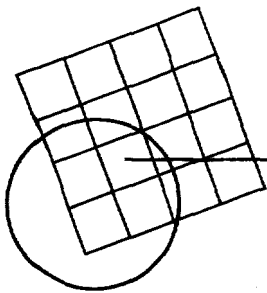


TRA 1999 Reseller Membership Survey and Statistics

What was your company's profit/loss as a percentage of revenues in 1998?

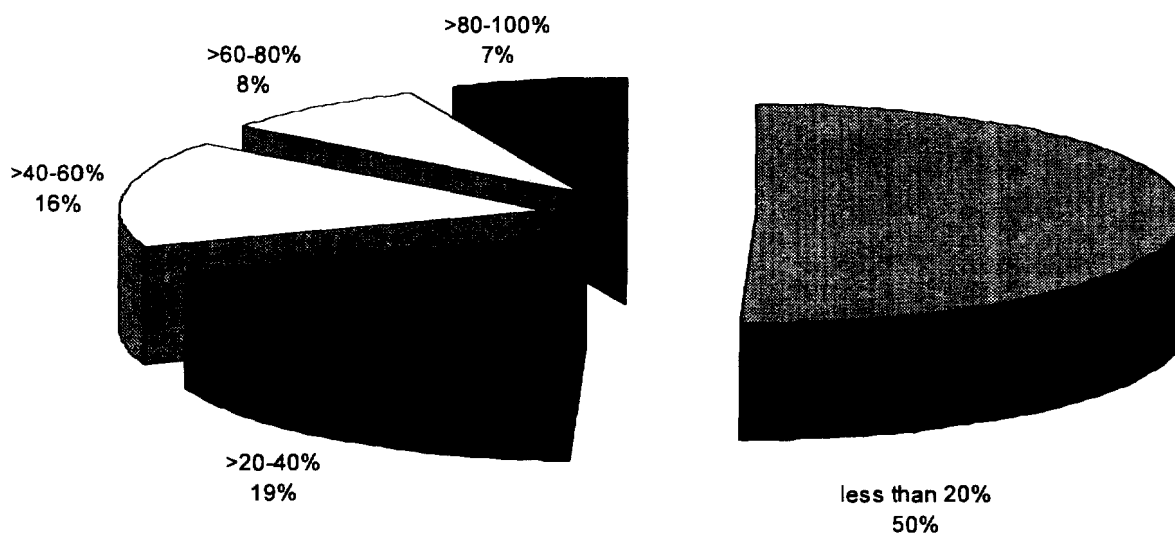


Source: TRA 1999 Annual Membership Poll

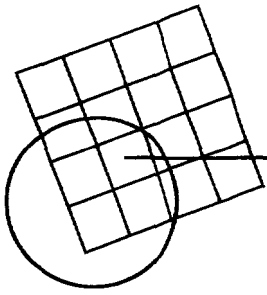


TRA 1999 Reseller Membership Survey and Statistics

What percentage of your company's revenues are derived from residential accounts?

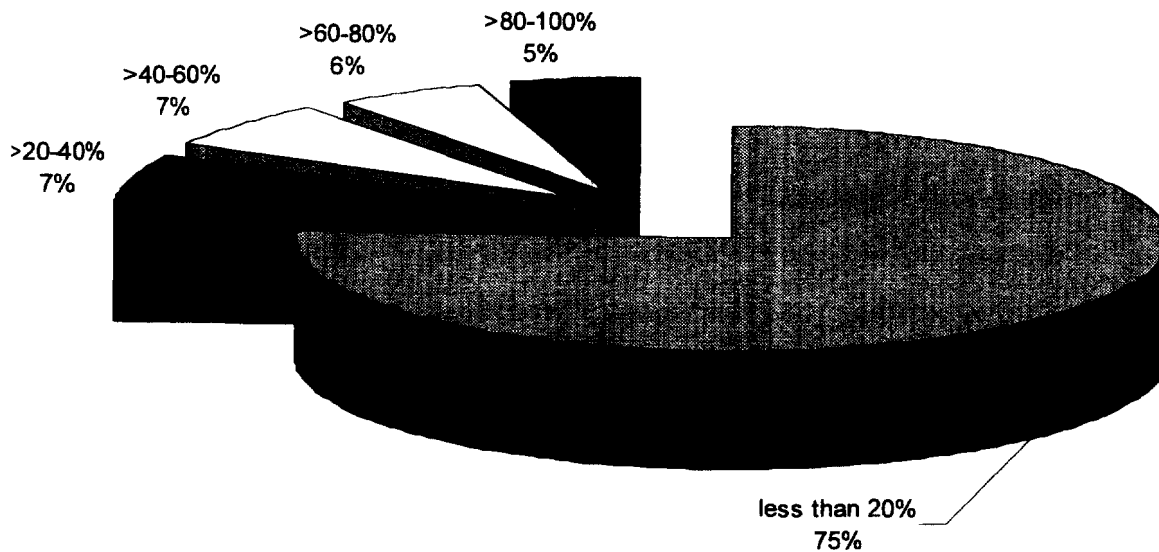


Source: TRA 1999 Annual Membership Poll

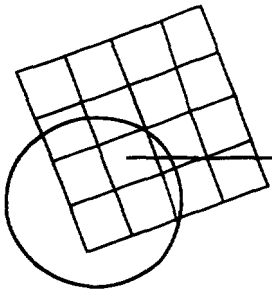


TRA 1999 Reseller Membership Survey and Statistics

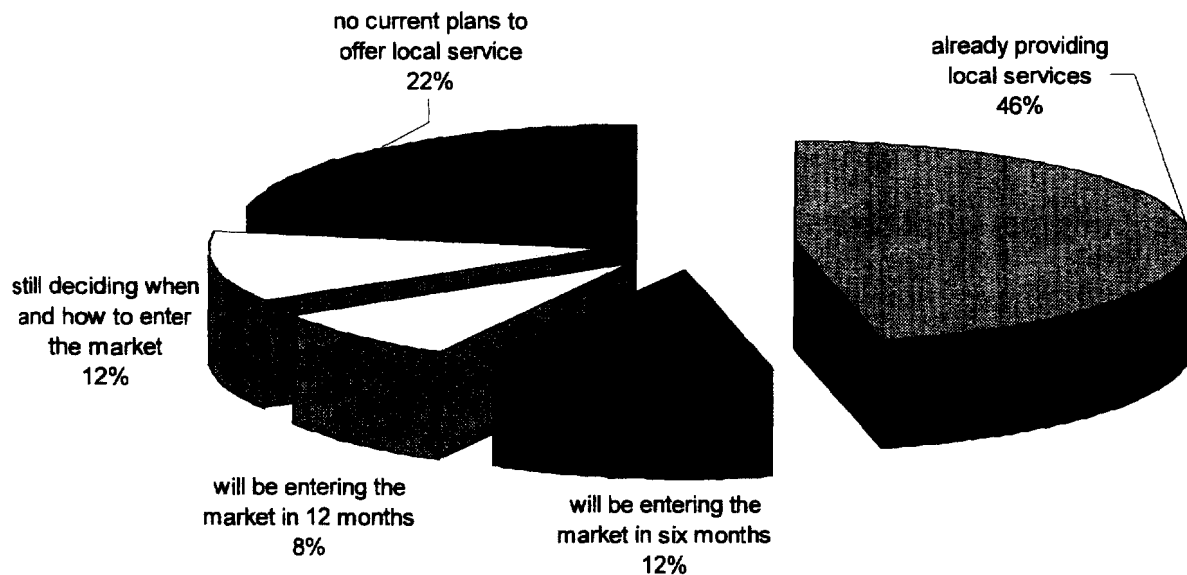
What percentage of your company's revenues are derived from international accounts?



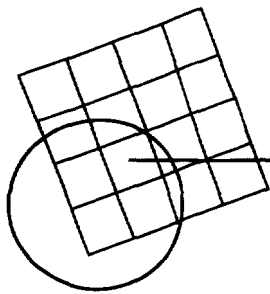
Source: TRA 1999 Annual Membership Poll



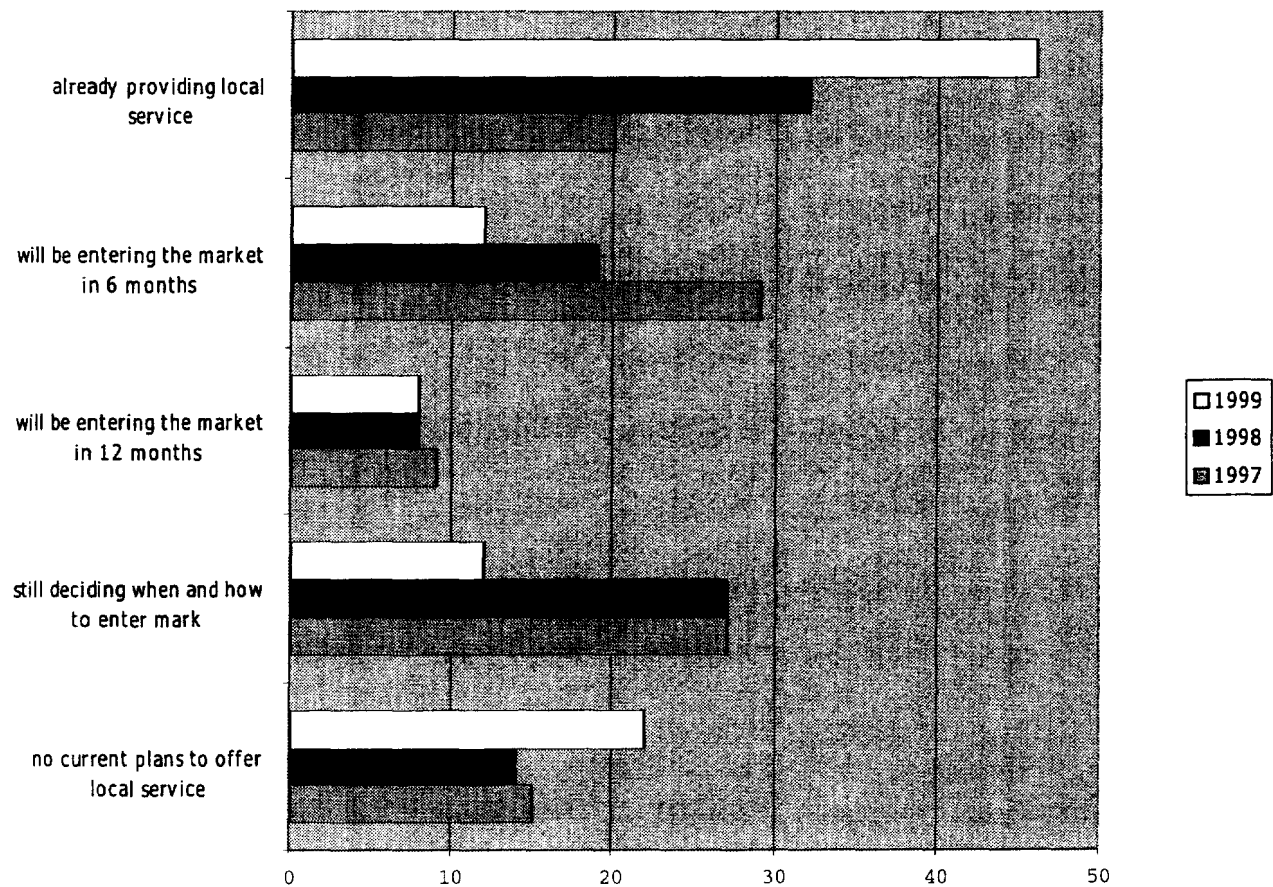
**In evaluating your company's orientation
to competitive local market entry,
which is the most appropriate description?**



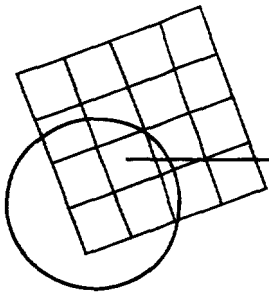
Source: TRA 1999 Annual Membership Poll



1997-1999 Trends: Company's Orientation to Competitive Local Market Entry

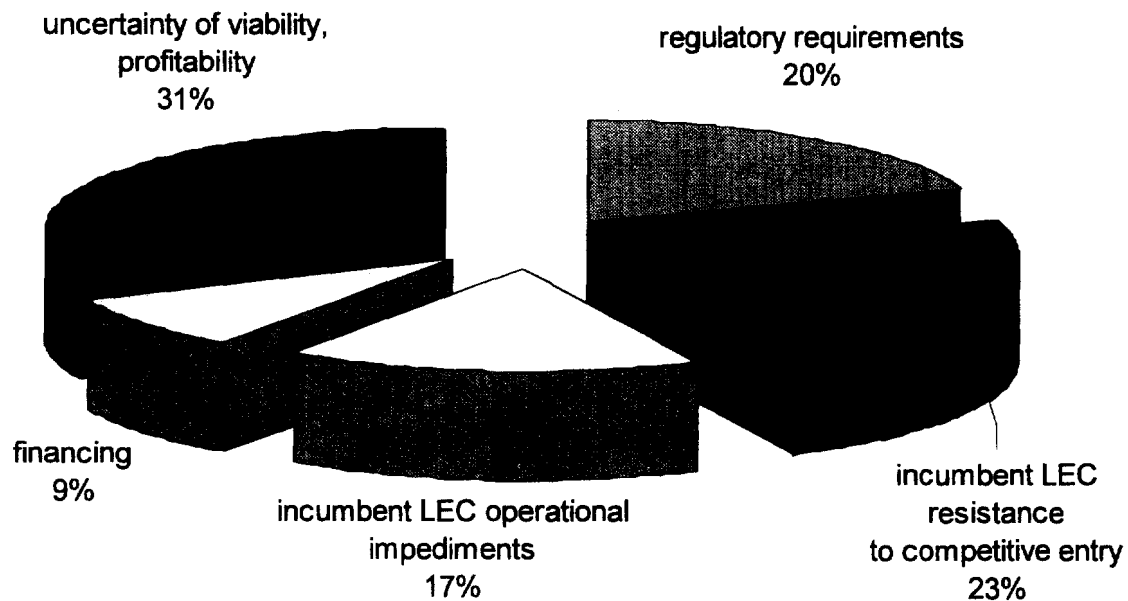


Source: TRA 1997, 1998 and 1999 Annual Membership Polls

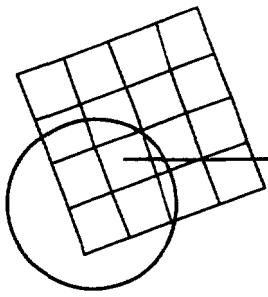


TRA 1999 Reseller Membership Survey and Statistics

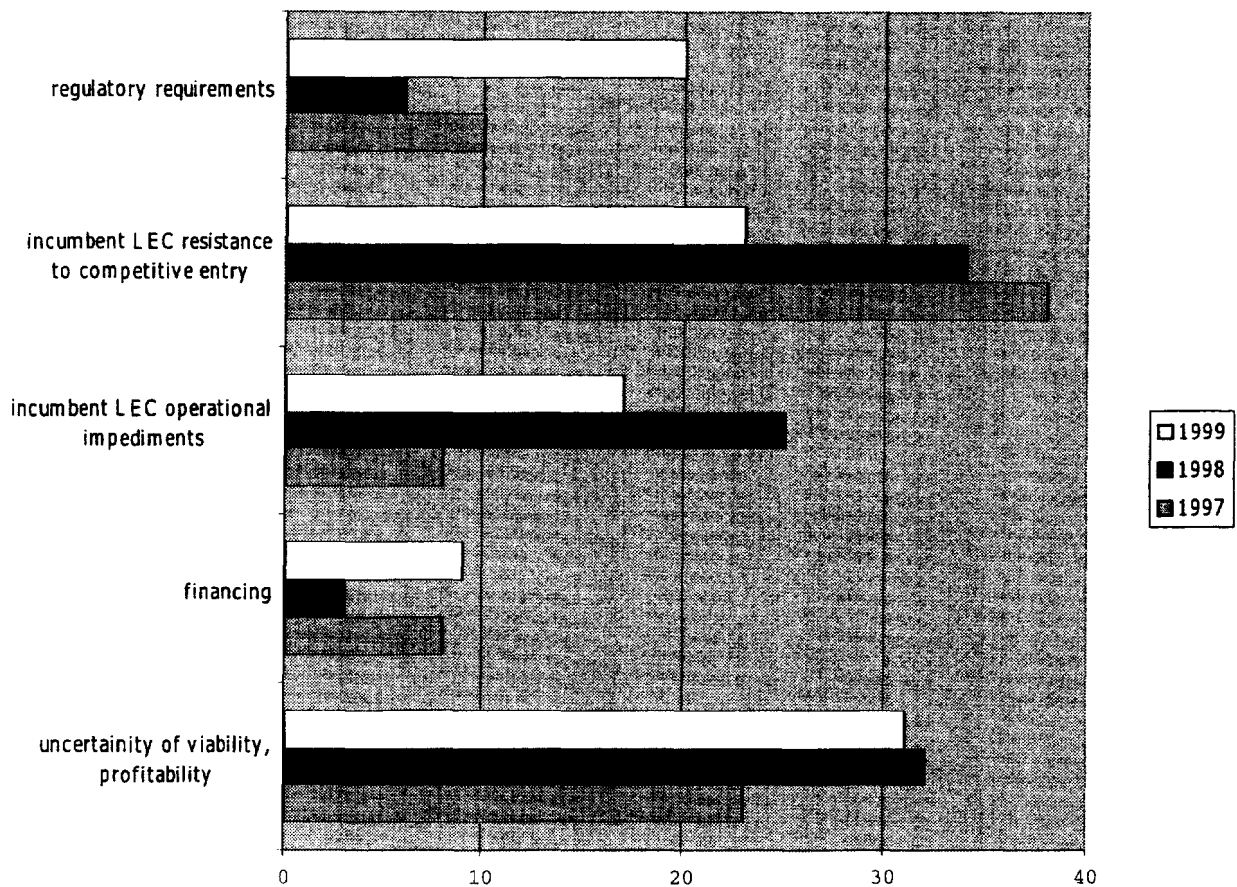
What factor does your company view as the single greatest impediment to competitive local exchange market entry?



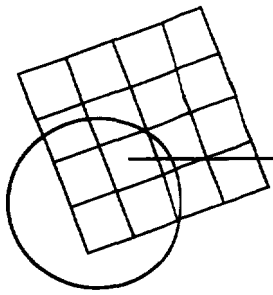
Source: TRA 1999 Annual Membership Poll



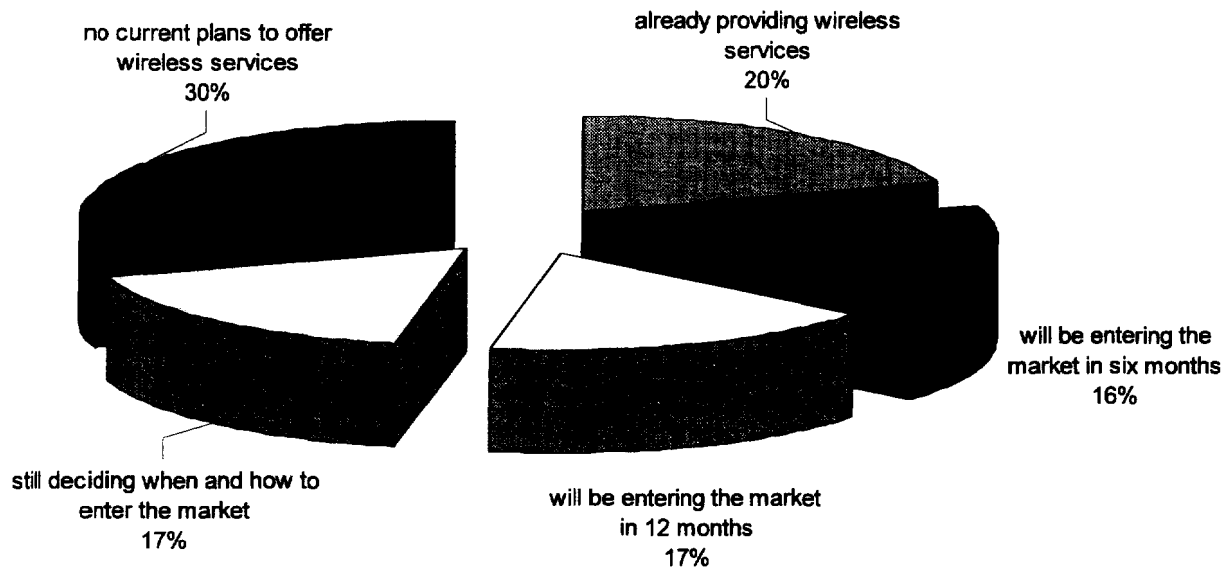
1997-1999 Trends: Greatest Impediments to Competitive Local Market Entry



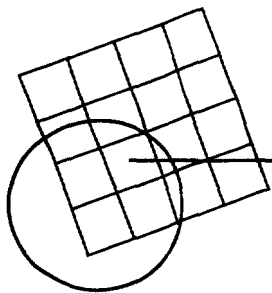
Source: TRA 1997, 1998 and 1999 Annual Membership Polls



**In evaluating your company's orientation
to competitive wireless market entry,
which is the most appropriate description?**

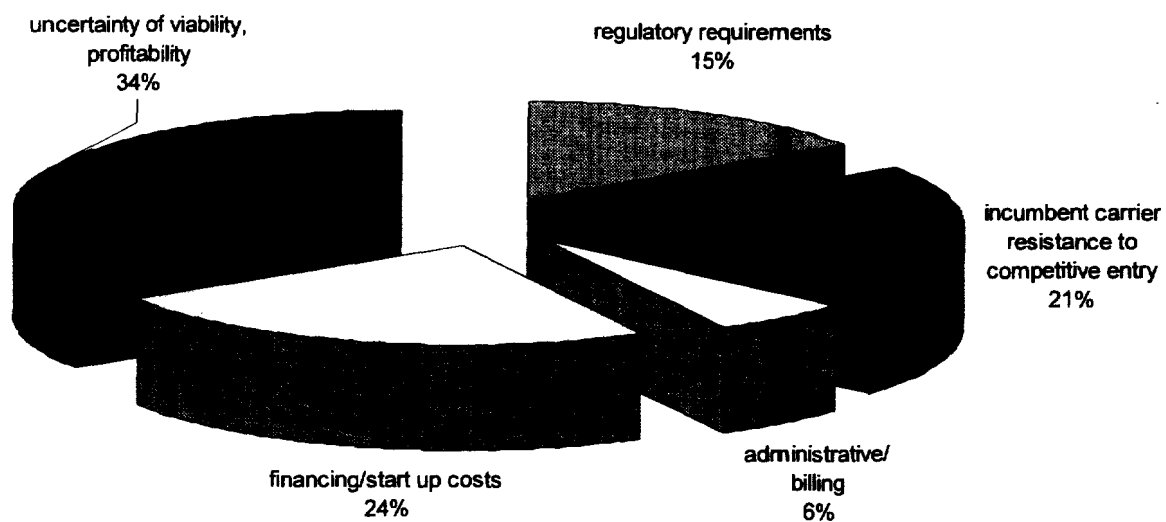


Source: TRA 1999 Annual Membership Poll

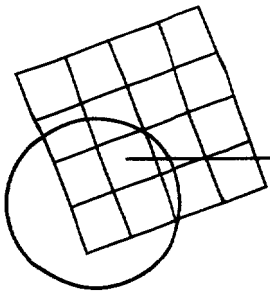


TRA 1999 Reseller Membership Survey and Statistics

What factor does your company view as the single greatest impediment to competitive wireless market entry?

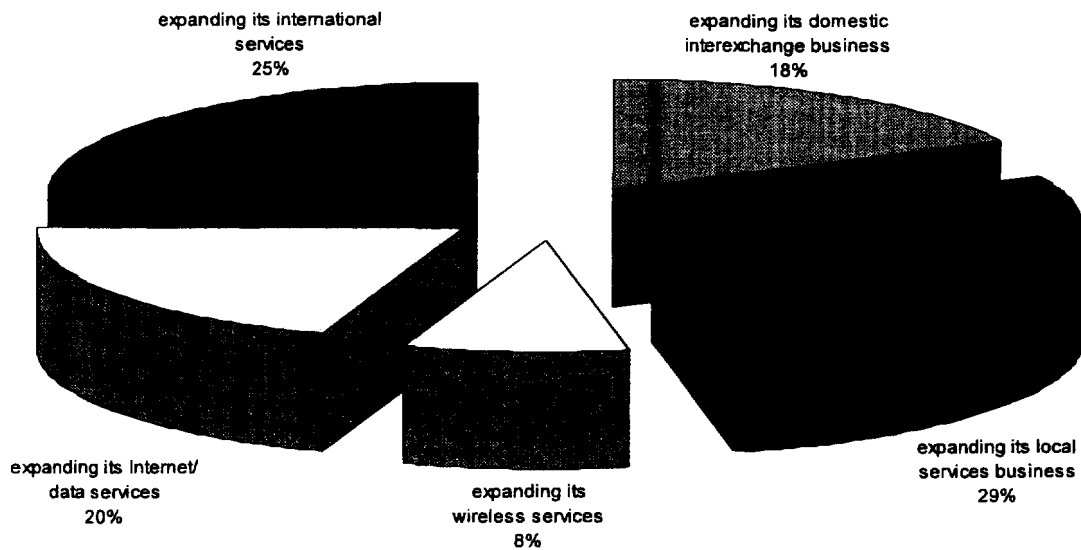


Source: TRA 1999 Annual Membership Poll

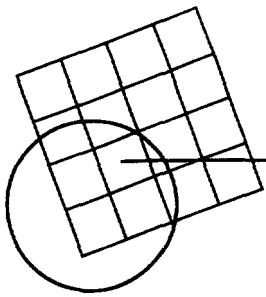


TRA 1999 Reseller Membership Survey and Statistics

**Over the next six to twelve months,
where will your company be putting its greatest emphasis?**

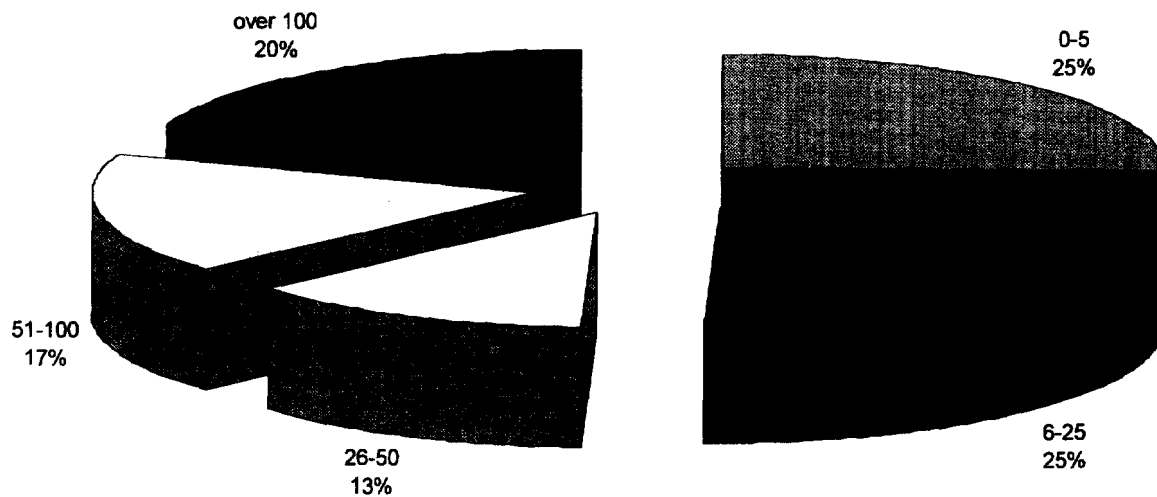


Source: TRA 1999 Annual Membership Poll

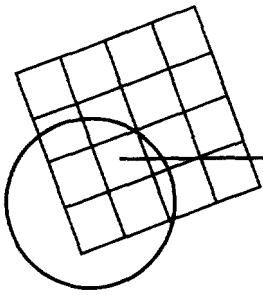


TRA 1999 Reseller Membership Survey and Statistics

**What is the total size of your company's internal sales
and marketing force?**

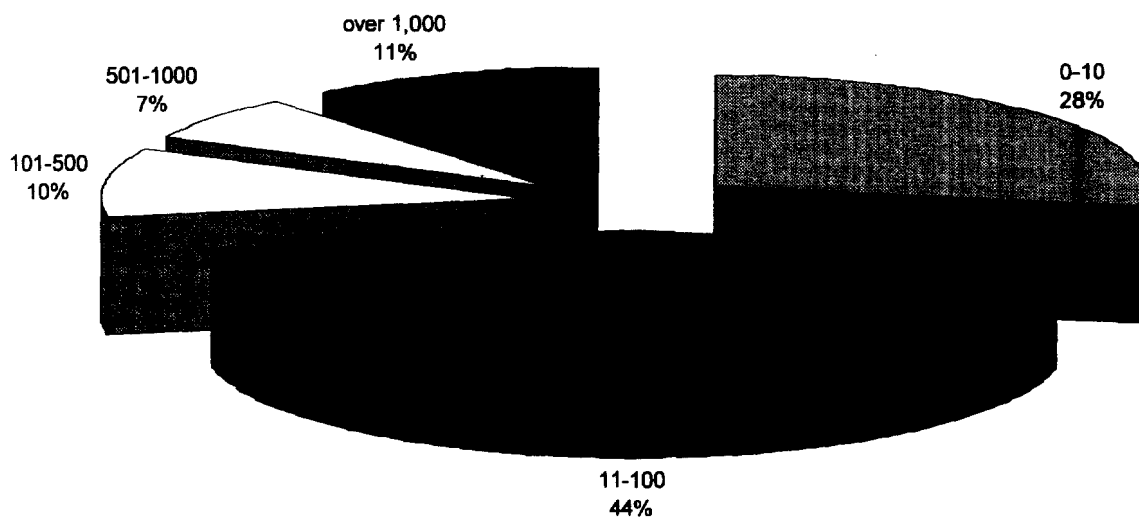


Source: TRA 1999 Annual Membership Poll

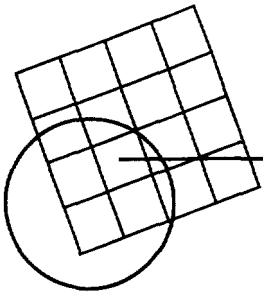


TRA 1999 Reseller Membership Survey and Statistics

What is the total size of your company's external sales and marketing force?

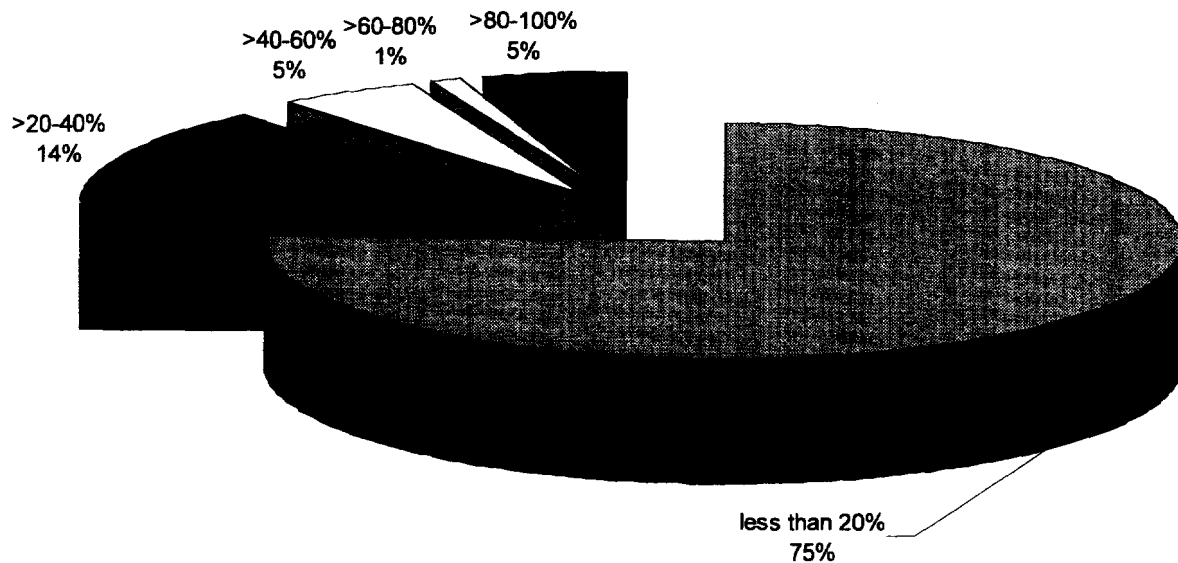


Source: TRA 1999 Annual Membership Poll

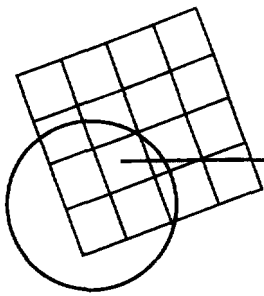


TRA 1999 Reseller Membership Survey and Statistics

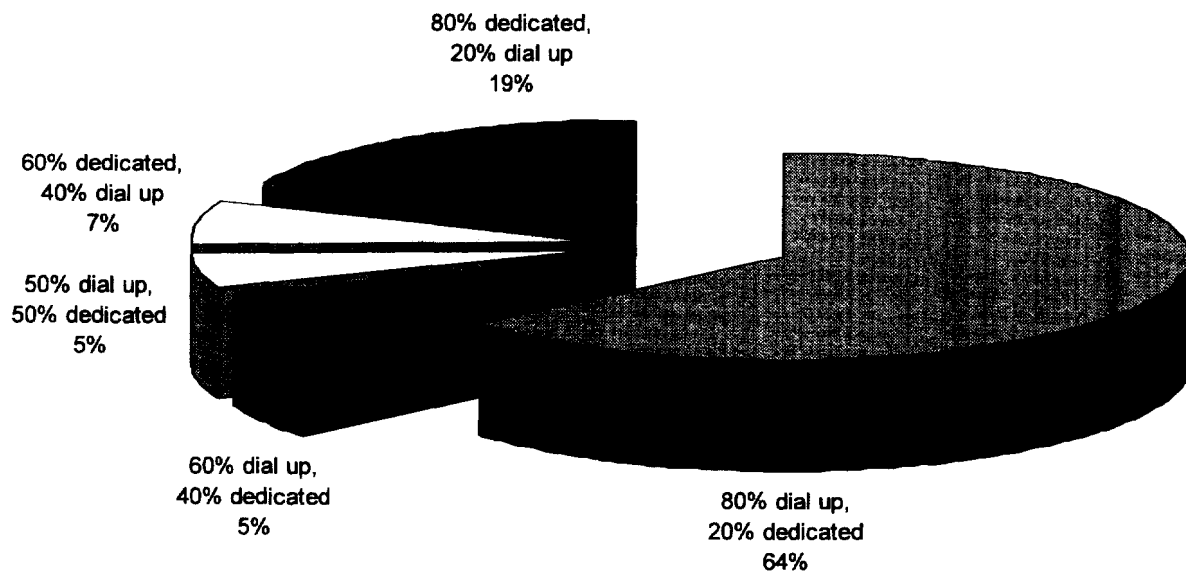
What percentage of your company's revenues are derived from Internet access, either dial-up or dedicated?



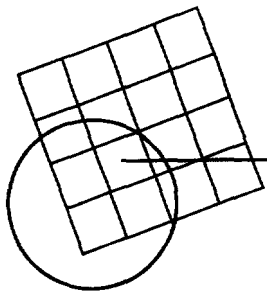
Source: TRA 1999 Annual Membership Poll



What is your product mix for dial-up versus dedicated Internet access?

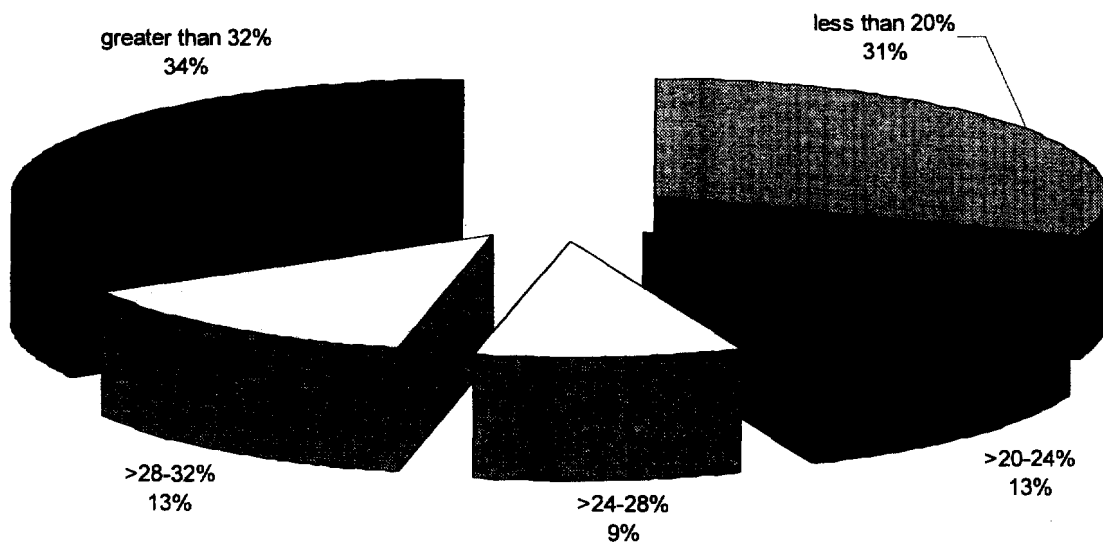


Source: TRA 1999 Annual Membership Poll

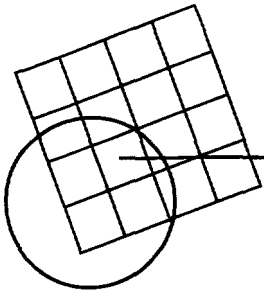


TRA 1999 Reseller Membership Survey and Statistics

**What is your company's average gross margin
(total revenue less network costs)?**

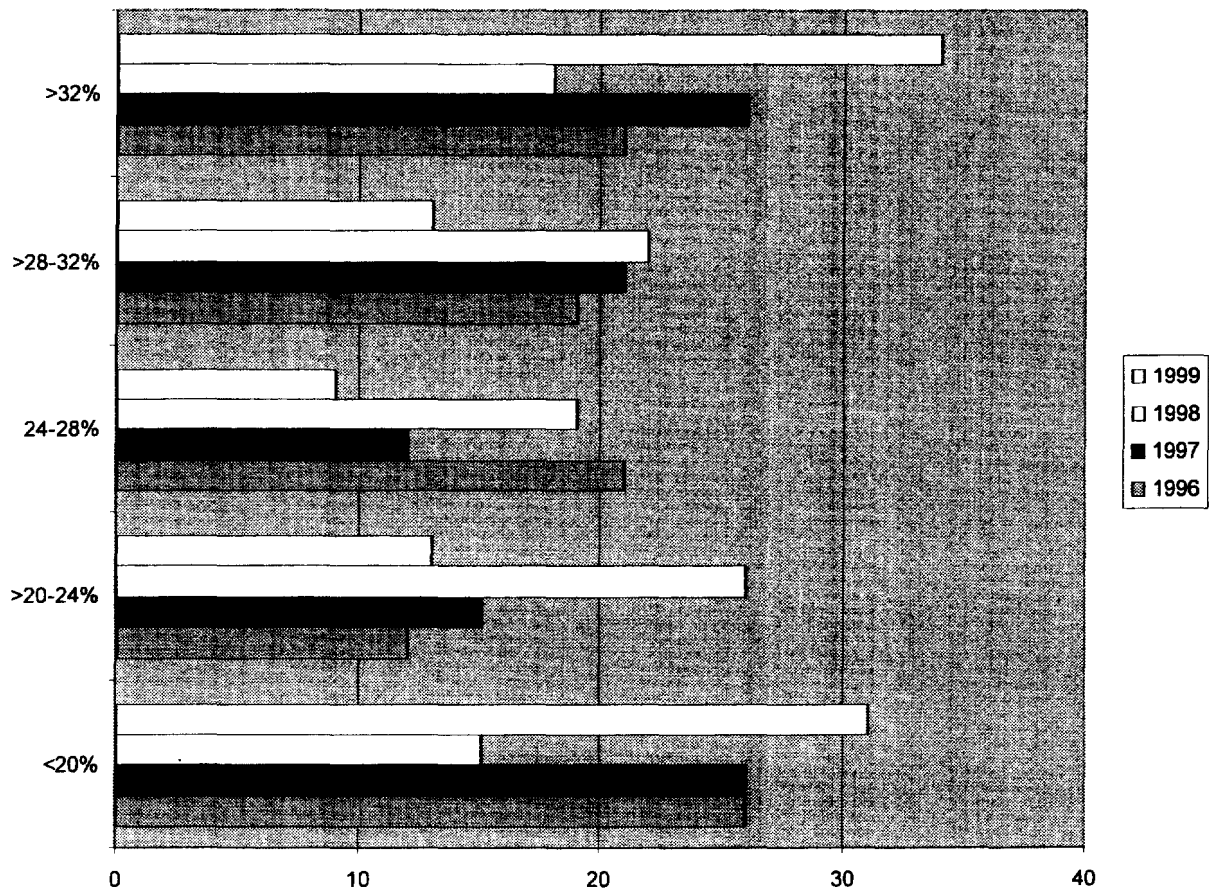


Source: TRA 1999 Annual Membership Poll

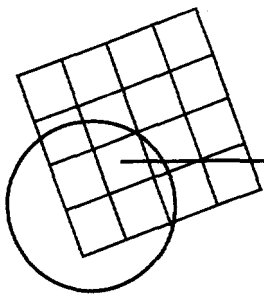


TRA 1999 Reseller Membership Survey and Statistics

1996-1999 Trends: Average Gross Margin

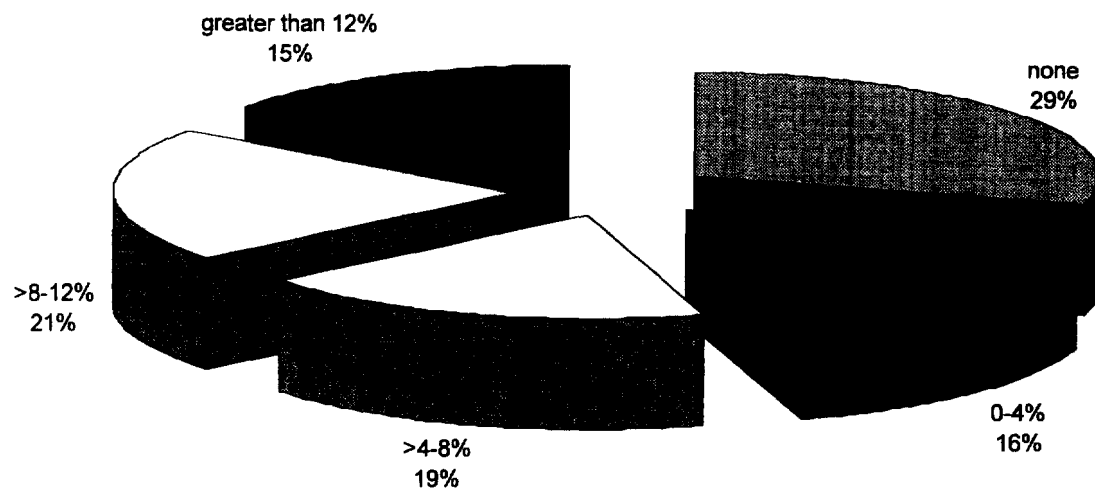


Source: TRA 1996, 1997, 1998 and 1999 Annual Membership Polls

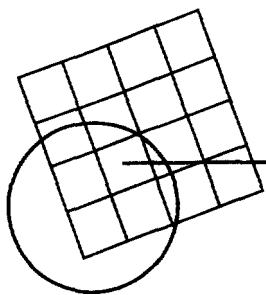


TRA 1999 Reseller Membership Survey and Statistics

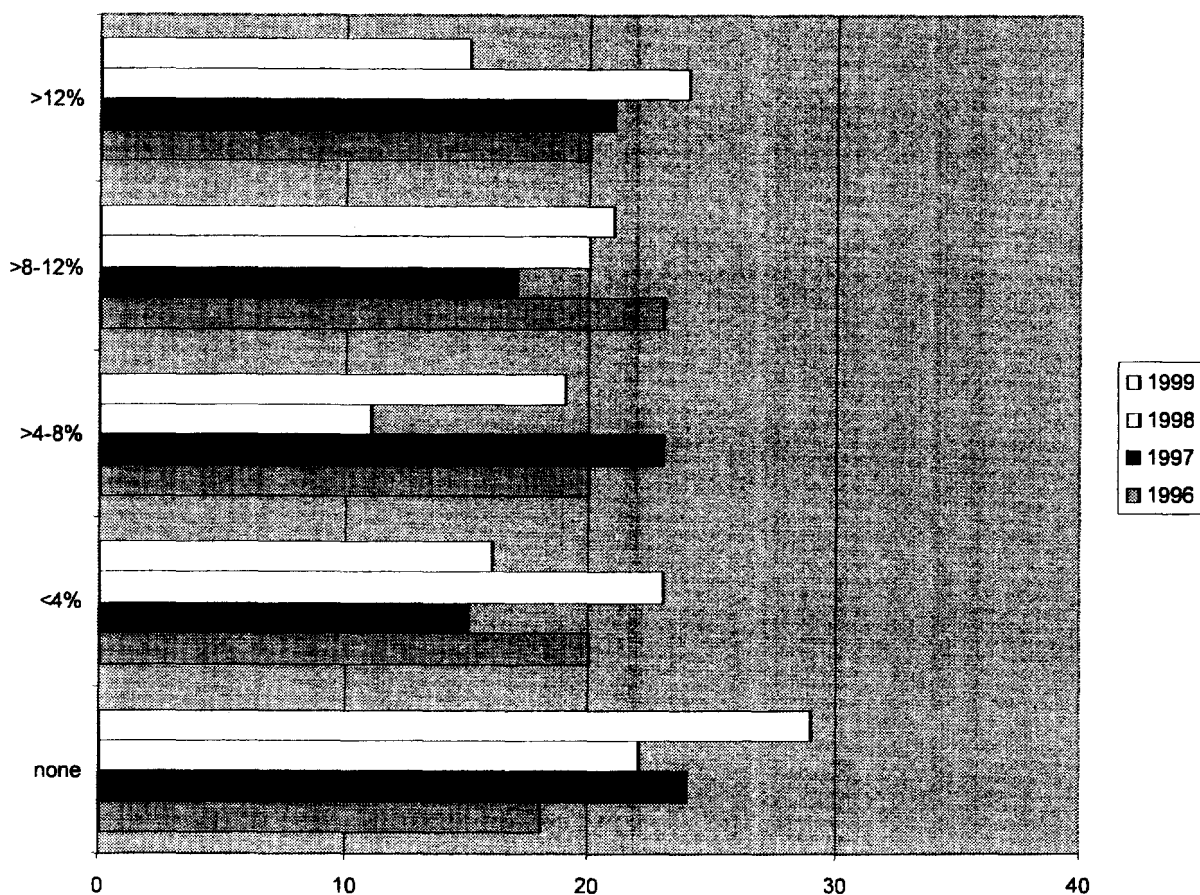
What is the pre-tax profitability of your company?



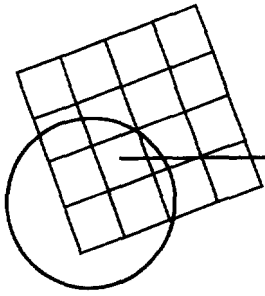
Source: TRA 1999 Annual Membership Poll



1996-1999 Trends: Pre-Tax Profitability

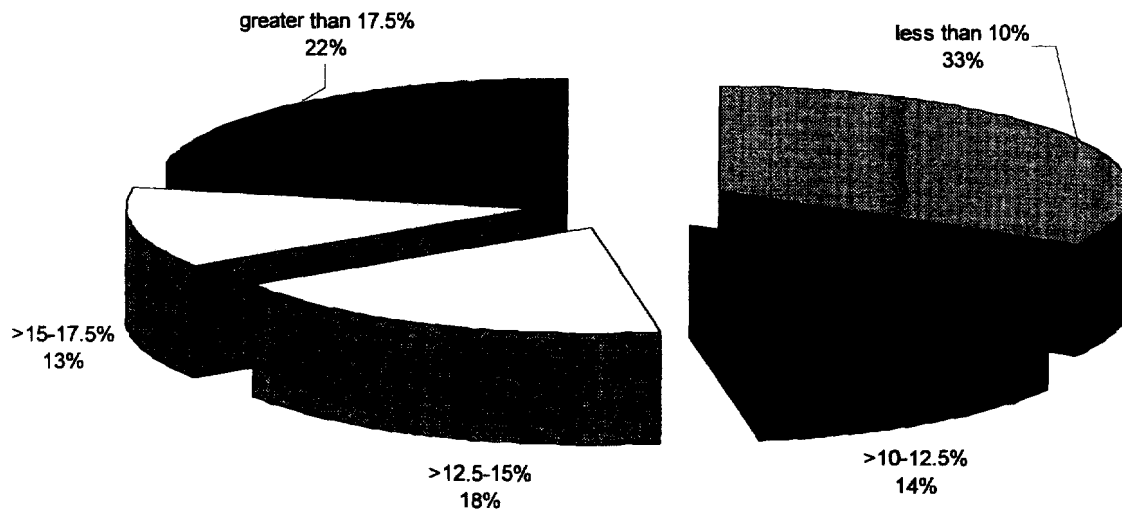


Source: TRA 1996, 1997, 1998 and 1999 Annual Membership Polls

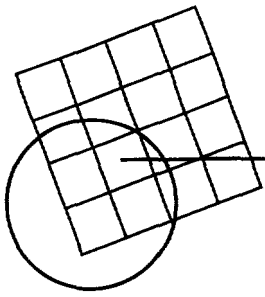


TRA 1999 Reseller Membership Survey and Statistics

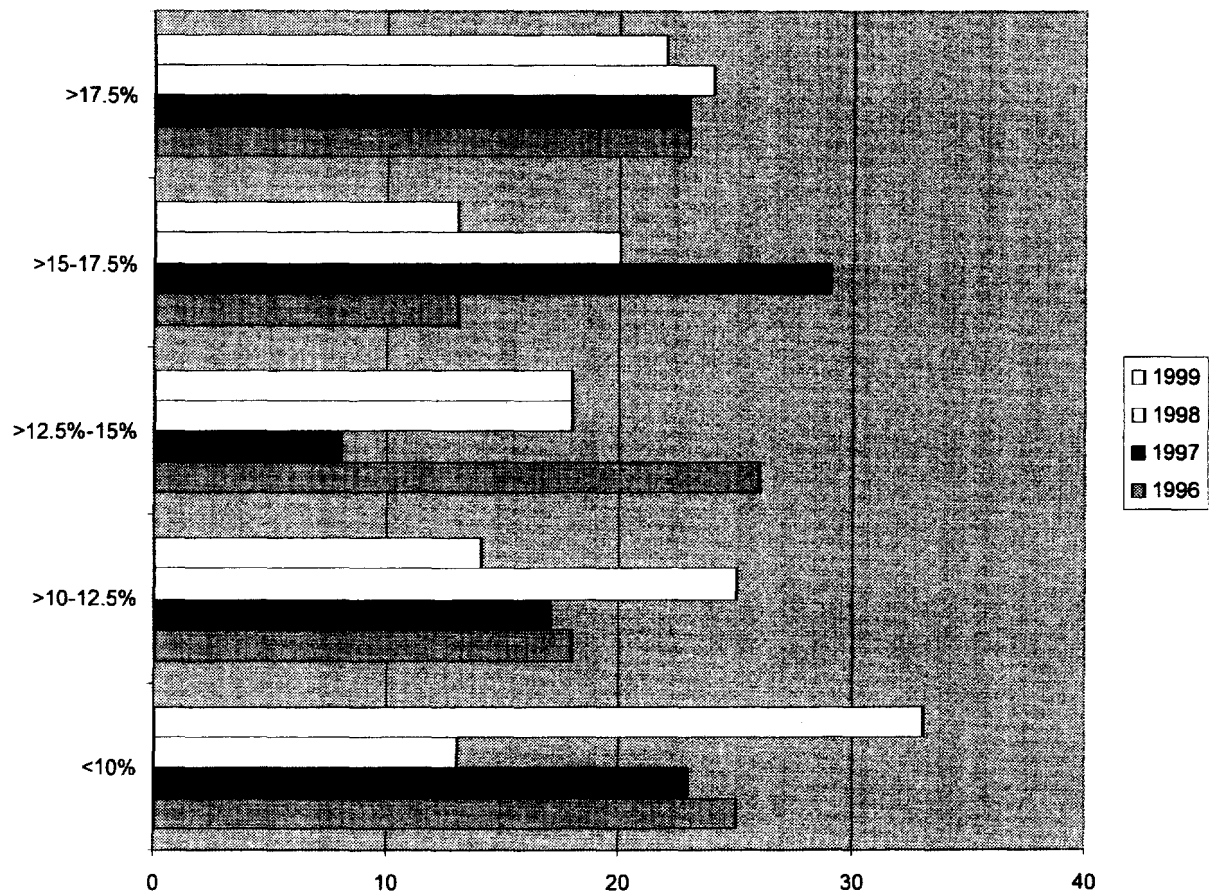
What percentage of your company's gross revenues are spent on sales and marketing?



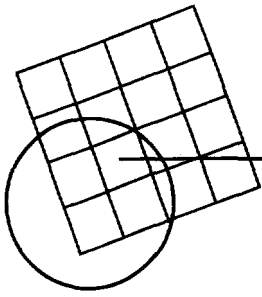
Source: TRA 1999 Annual Membership Poll



**1996-1999 Trends:
Percentage of Gross Revenues Spent on
Sales and Marketing Expenses**

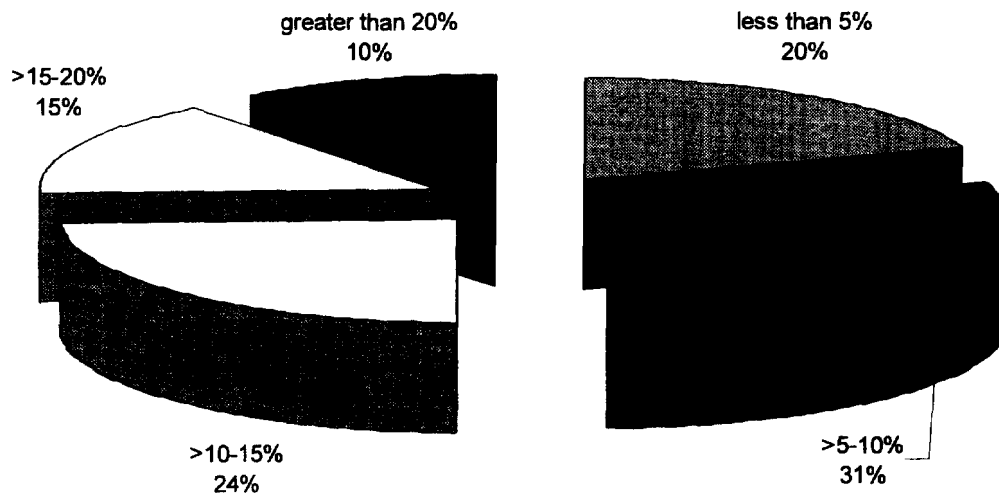


Source: TRA 1996, 1997, 1998 and 1999 Annual Membership Polls

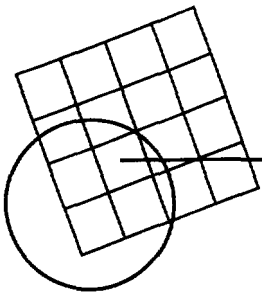


TRA 1999 Reseller Membership Survey and Statistics

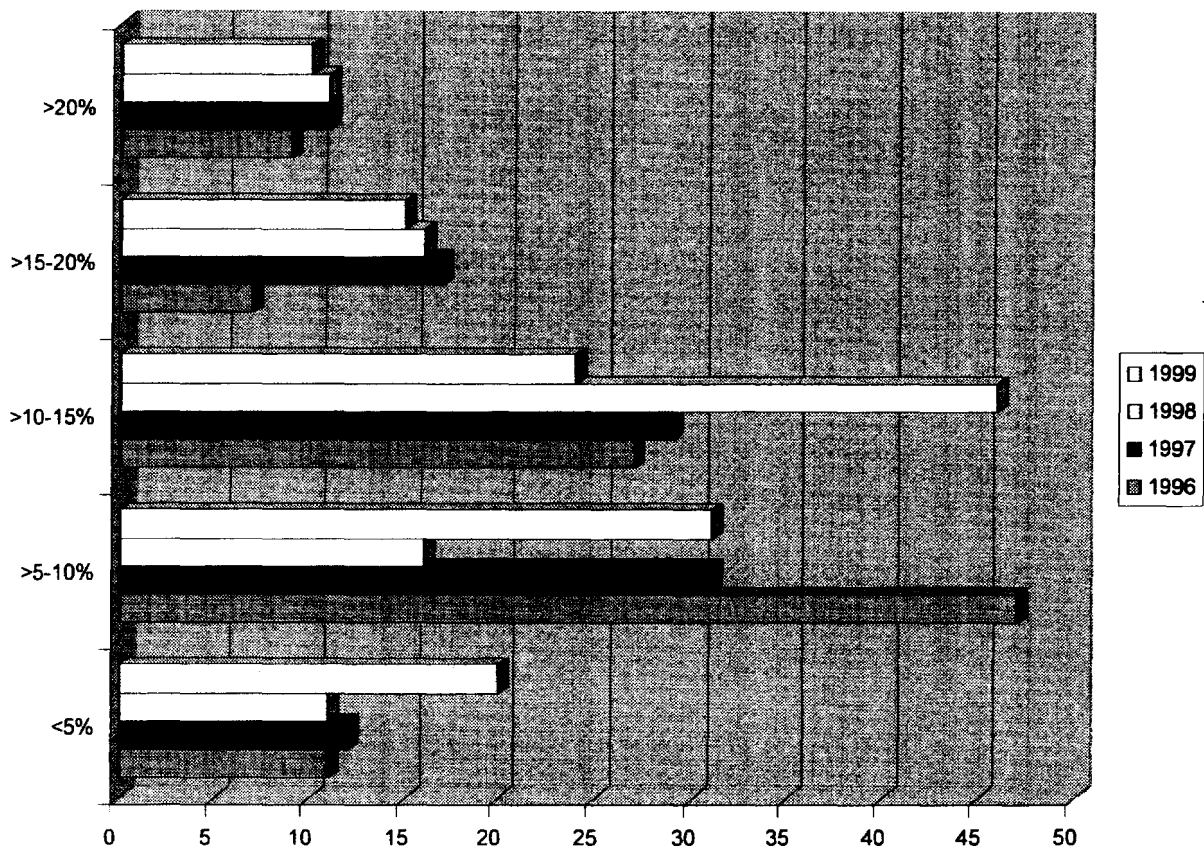
What percentage of your company's gross revenues are spent on G&A expenses?



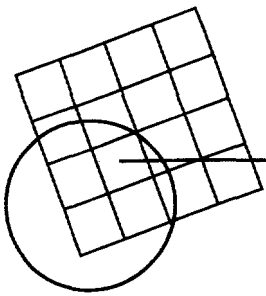
Source: TRA 1999 Annual Membership Poll



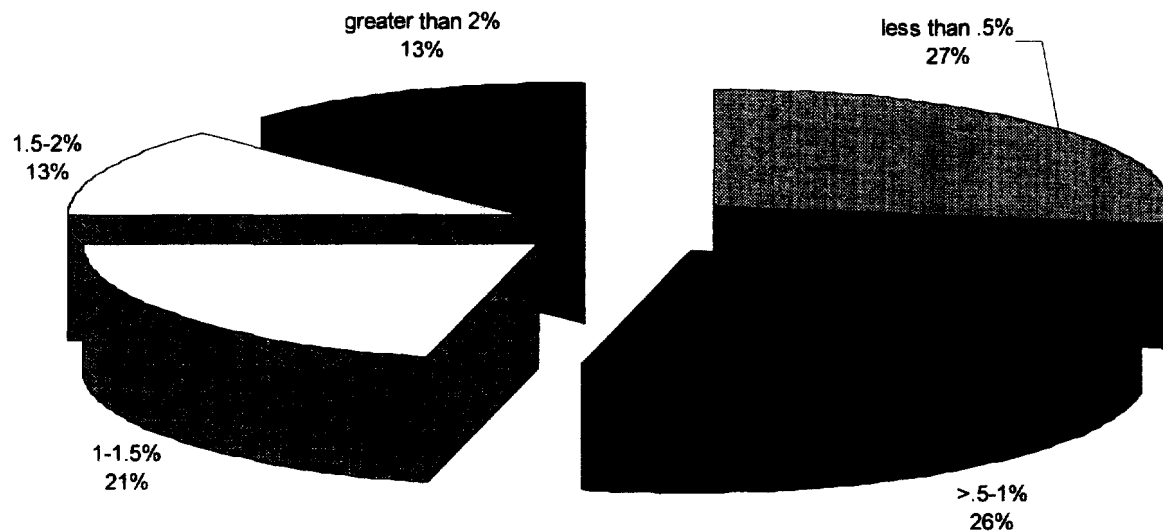
**1996-1999 Trends:
Percentage of Gross Revenues Spent on G&A Expenses**



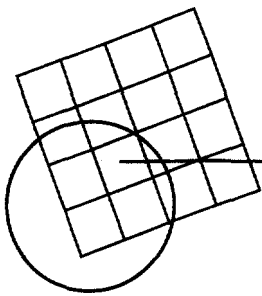
Source: TRA 1996, 1997, 1998 and 1999 Annual Membership Polls



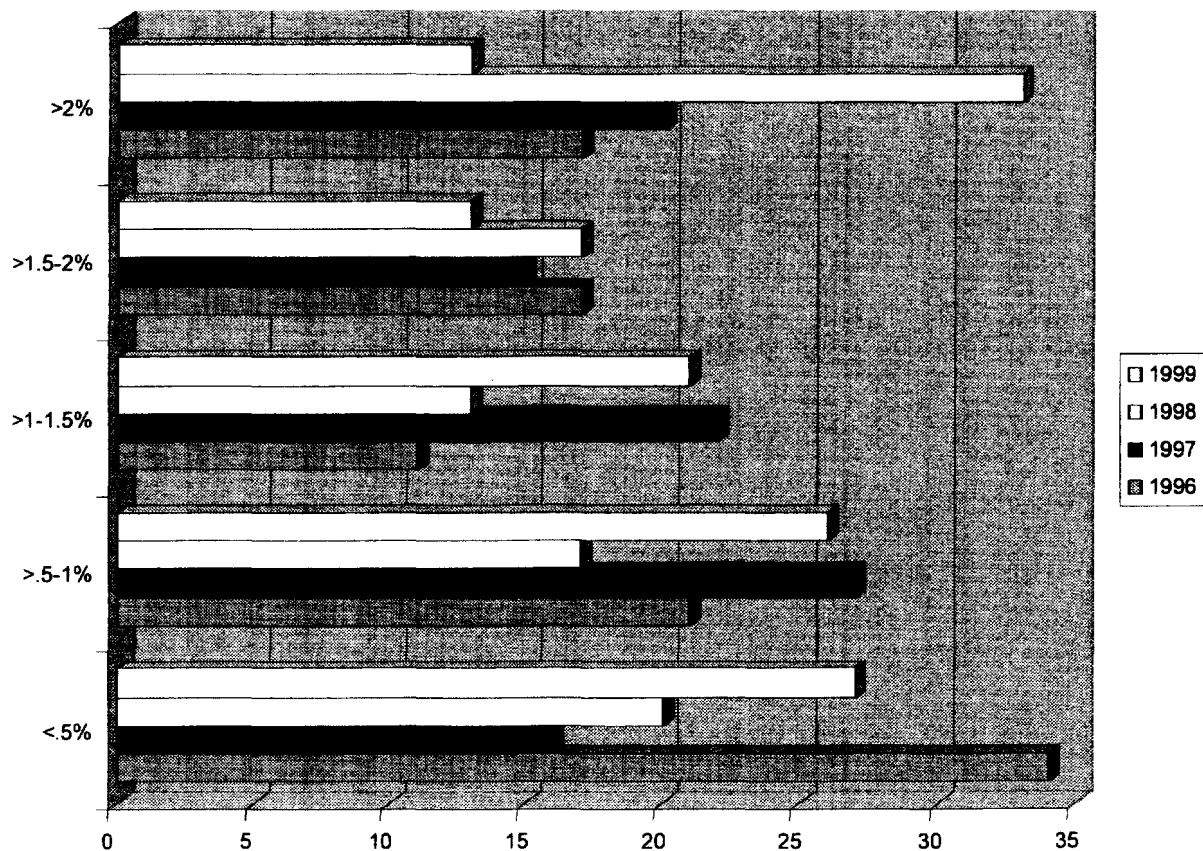
**What is your company's average monthly bad debt expense
as a percent of gross revenue?**



Source: TRA 1999 Annual Membership Poll



1996-1999 Trends: Monthly Bad Debt Expense as a Percent of Gross Revenue



Source: TRA 1996, 1997, 1998 and 1999 Annual Membership Polls



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Web Site: www.tra.org